

## Message Text

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47

ACTION TAR-02

INFO OCT-01 EUR-25 ADP-00 EB-11 TRSE-00 COME-00 CIAE-00

INR-10 NSAE-00 RSC-01 RSR-01 /051 W

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R 121446 Z APR 73

FM AMEMBASSY MADRID

TO SECSTATE WASHDC 5528

UNCLAS MADRID 1987

E. O. 11652: N/A

TAGS: ETAD SP

SUBJ: COMMERCIAL INVESTIGATION FOR TARIFF COMMISSION:  
LEATHER GOODS

REF: STATE 56272 AND OFFICIAL- INFORMAL LETTER EUR/ IB  
APRIL 2.

FROM THE AMBASSADOR

1. EMBASSY IS IN RECEIPT OF STATE 56272 AND RELATED FORMS  
TO BE COMPLETED BY MAY 15 ON CERTAIN SPANISH LEATHER  
PRODUCTS EXPORTED TO THE US MARKET.

2. THE EMBASSY IS MAKING DISTRIBUTION BY MAIL OF THESE  
FORMS TO A REPRESENTATIVE SAMPLE OF THE INDUSTRY HERE  
REQUESTING VOLUNTARY COOPERATION. WHILE IT MAY BE  
DESIRABLE FOR US TRADE NEGOTIATIONS TO KNOW THE COST  
FACTORS INVOLVED IN PRODUCTION OF ITEMS BEING IMPORTED  
INTO THE US, I DO NOT BELIEVE THE RETURNS, IF ANY FROM  
THIS EXERCISE, WILL BE OF PRACTICAL VALUE. I CANNOT  
BELIEVE SPANISH OR ANY OTHER FOREIGN BUSINESSMAN WILL  
WILLINGLY PROVIDE INFORMATION WHICH HE HAS REASON TO EXPECT  
MAY ULTIMATELY BE USED TO HIS OWN DETRIMENT. WHETHER WELL  
FOUNDED OR NOT CURRENT, PUBLICITY RELATIVE TO NEW US  
TRADE LEGISLATION WILL CERTAINLY GENERATE SUCH FEAR IN  
THE MINDS OF LOCAL LEATHER GOODS PRODUCERS.

3. I AM RELIABLY ADVISED THAT TO DEVELOP THE DESIRED  
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INFORMATION WITH A USEABLE LEVEL OF RELIABILITY, A TEAM OF COMPETENT INDEPENDENT SPANISH EQUIVALENTS OF C. P. A.'S WOULD NEED SEVERAL WEEKS AT LEAST WITH FULL ACCESS TO THE BOOKS OF A NUMBER OF REPRESENTATIVE PRODUCERS.

4. IF, AS WAS INDICATED IN CORRESPONDENCE WITH THE DEPARTMENT ON THE SUBJECT, THE DESIRED INFORMATION MAY BE MORE READILY AVAILABLE THROUGH THE ASSISTANCE OF THE WASHINGTON LOBBYIST FOR THE SPANISH LEATHER INDUSTRY, THE INFORMATION WOULD CERTAINLY BE SUSPECT AND STILL REQUIRE INDEPENDENT VERIFICATION BEFORE IT COULD BE USEFUL AS PART OF THE BASIS FOR A USG POLICY DECISION AND SUBSEQUENT ACTION.

5. IT WOULD APPEAR THAT THIS IS ANOTHER OF THE KIND OF REQUEST FOR DATA IN WHICH THE RESOURCES OF THE EMBASSY ARE COMMITTED TO A TASK OF LIMITED REAL VALUE. IF THE TARIFF COMMISSION IS PREPARED TO USE THIS KIND OF INFORMATION DEVELOPED BY WHAT IN EFFECT IS A DEFENDANT BEFORE THE COMMISSION, IT WOULD APPEAR APPROPRIATE THAT IT BE DEVELOPED BY PROFESSIONALLY QUALIFIED INVESTIGATORS OF THE CUSTOMS BUREAU AND/ OR US INDUSTRY EXPERTS IN MUCH THE SAME FASHION THAT COST DATA IS DEVELOPED FOR ALLEDGED OR SUSPECTED DUMPING ACTIVITIES.

6. EVEN ASSUMING THAT SPANISH PRODUCERS WISHED TO COOPERATE IN SUCH A STUDY, AN UNLIKELY ASSUMPTION, IT IS PROBABLE THAT ONLY A FEW OF THE LARGER PRODUCERS HERE OF THESE ITEMS HAVE RECORDS THAT WOULD PROVIDE THE ANSWERS IN THE DETAIL REQUESTED WITHOUT CONSIDERABLE WORK. COST ACCOUNTING IN THIS INDUSTRY IS SIMPLY NOT THAT SOPHISTICATED.  
RIVERO

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\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* UNCLASSIFIED

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**Current Classification:** UNCLASSIFIED  
**Concepts:**  
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**Subject:** COMMERCIAL INVESTIGATION FOR TARIFF COMMISSION: LEATHER GOODS  
**TAGS:** ETAD, SP  
**To:** SECSTATE WASHDC  
TAR  
**Type:** TE  
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